Timeshare

By

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EXT. FLORIDA RESORT - MORNING

PAUL GILBERT (70s), well-dressed, rides in a golf cart with LINDA (40s), an attractive timeshare sales rep.

She gives Paul her complete attention as the cart glides through a beautiful pathway.

PAUL
I had a successful career in the automotive industry, 40 years.

LINDA
And now you want to enjoy your retirement.

PAUL
Absolutely. I am enjoying it right now, but want to keep my options open.

LINDA
You’d love it here at Holiday View Resorts, Mr. Gilbert. We have eight different pools on the property, three professional-grade restaurants and a host of social programs for all ages.

PAUL
Sounds great. I’m definitely interested. My condo association just doesn’t give me the amenities I need.

The cart arrives at a small conference center on a golf course. Dozens of other carts line the sidewalk.

LINDA
Come on in and I’ll introduce you to some of our other representatives.

INT. CONFERENCE ROOM - MORNING

PAUL sits at a table with JOE and PETE, two gold-chained, slick timeshare salesmen. Other tables are scattered about, each with prospective owners and sales reps.

JOE
How many vacations do you take every year, Mr. Gilbert?
PAUL
I like to get away at least three or four times a year.

JOE
Okay. You probably like to travel the States, maybe outside of the country? Do you know that Holiday View has over 500 affiliated resorts throughout the world? You could stay at any of these resorts for free if you purchase with us today.

PAUL
Wow. I would love to travel more than I do now.

PETE
Of course, because you worked your butt off during your career and now you deserve the good life, right? We can give you that good life.

PAUL
It is tempting. But I’m not sure I should buy today.

PETE
Sir, I can tell you’re a man of discerning taste. You wouldn’t be here if you weren’t, right?

Paul smiles.

PAUL
Flattery will get you everywhere.

PETE
That’s good to hear. I like your shirt by the way.

They all get a good laugh.

JOE
Listen, Mr. Gilbert. Pete’s point is this: We want you here at Holiday View Resorts because you make us look good. You’re a classy guy, a mover and shaker. I tell you what, we’ll give you 15 percent off the asking price, today only. How does that sound?
PAUL
It sounds like a pretty good deal, but maybe I should take some time to think about this.

Joe and Pete look at each other; then get up from the table.

JOE
We have someone we’d like you to meet, Mr. Gilbert. Hang on.

Joe and Pete walk over to JIM HUMPREYS, a suit who holds a clipboard. They talk out of earshot.

Humphreys walks over to Paul, extends his hand.

HUMPREYS
Good morning Mr. Gilbert, I’m Executive Manager Jim Humphreys. Can I join you?

PAUL
Sure.

Humphreys sits. He writes something on his clipboard and moves it over to Paul, who looks at it:

INSERT:

PRICE: $24,800
Discount: 25 percent off

PAUL
That’s a tremendous offer.

HUMPREYS
It’s as low as we can go, Paul. Nobody in this room has the same offer. You’re the one and only. Feel pretty special?

PAUL
Yes, I do actually.

HUMPREYS
Well you are special, Paul. And special people like yourselves have joined us at Holiday View Resorts for the last 20 years. We want special people. It’s good for business. That’s why we’re
HUMPREYS
prepared to make you this final offer, today only.

Paul thinks it over.

PAUL
Thank you for your time, Mr. Humpreys. Please thank Linda, Pete and Joe as well, but I’m not prepared to buy today. I’m sorry.

CONTINUOUS

Paul walks out of the conference center and into the parking lot, passing luxury cars. He reaches his car in the back: a beater that barely looks like it could make it out of the lot.

EXT. APARTMENT PARKING LOT - DAY

PAUL parks the beater in his run-down apartment complex. He gets his mail and finds a full-color brochure for a different timeshare resort in the area.

INT. APARTMENT - CONTINUOUS

Paul walks into his apartment and plops the brochure on the floor, in a big pile of other brochures he’s received in the mail.

He takes off his expensive short-sleeve shirt and begins to iron it.

Paul, wearing only a t-shirt and boxers, now presses his shorts.

He carefully hangs his expensive attire in the closet.

Paul, wearing old, worn-out clothes that reveal his true financial status, sits alone at the kitchen table eating dinner. He checks his watch.

EXT. APARTMENT - NIGHT

PAUL makes a video call on his iPad. It connects and we see Paul’s son, DAVID, 42, and his preoccupied family at the table, wife HEATHER, 40, doing her nails, and their two kids, PAYTON, 13, playing a portable video game, and HANNAH, 16, who is texting.
DAVID
(on video camera)
Hey dad, how you doing?

PAUL
Good son, how’s everything there?

DAVID
Fine, fine. We just got back from Payton’s baseball game. They won.

PAUL
Good job Payton!

David turns the camera to Payton, who continues playing his video game.

DAVID
Grandpa’s talking to you, bud.

Payton finally looks up into the camera.

PAYTON
(half-hearted)
Thanks Grandpa.

David swings his iPad camera back to himself.

DAVID
Payton’s tired, aren’t you buddy?

Silence. No response from Payton.

DAVID
And Hannah got the lead in Grease this week, pretty cool news.

He swings his camera to Hannah, who is still texting.

PAUL
That’s great. I’d like to see the play when it opens.

DAVID
Sure, sounds good.

PAUL
You know you guys are free to come see me any time. The complex here has a pool.

Silence.
DAVID
Thanks, Dad. It’s just we’re so busy, with our schedules and carting the kids around. And then there’s the drive to your place.

PAUL
It’s only an hour away.

David thinks for a second.

DAVID
But that’s two hours round trip.

Silence.

PAUL
I’d like to see you more, that’s all.

DAVID
That’s why we got you the iPad, Dad. You can see us any time, right?

PAUL
Right.

DAVID
Well, we gotta run. Same time next week?

PAUL
Yeah, sounds good. Bye for now.

"Byes" from everyone, even Heather.

INT. TIMESHARE CONFERENCE ROOM - MORNING

PAUL, dressed in his expensive outfit, sits alone at a table at a different timeshare resort pitch session as two sales reps talk with JESSE SMITH, the executive manager, about 20 feet away.

The manager stares at Paul, then walks over to him.

SMITH
Mr. Gilbert, I’m Jesse Smith, executive manager here at Summer Lake Resort.
PAUL
Good morning.

They shake.

SMITH
Don and Jim say you’re not sure if you’re in a position to buy today. Will 30 percent off help you change your mind?

Paul smiles.

PAUL
You don’t beat around the bush, do you?

Smith doesn’t crack a smile. He’s upset.

PAUL
Sounds like a great bargain, but...

SMITH
40 percent.

PAUL
What?

SMITH
40 percent off, right here, right now.

PAUL
I don’t...

SMITH
50 percent, Mr. Gilbert?

Paul doesn’t say a word. He realizes Smith is essentially calling his bluff.

SMITH
Truth is, you wouldn’t buy property with us if it was 90 percent off, would you Mr. Gilbert?

PAUL
What do you mean?

SMITH
I remember you. Couple months back you walked in here saying you were interested in buying, then bailed
SMITH
at the last second. Took a shitload of our time, too. I’ve got an uncanny memory, Mr. Gilbert. And you know what: You were wearing the same clothes too. Truth is you’re not interested in...

PAUL
I am interesting...
   (he stops, realizing his slip of the tongue)
I mean I am interested, just not today. Now I’ve got to go.

Paul gets up and quickly walks out.

INT. APARTMENT - DAY

PAUL irons his expensive shirt, getting it ready for the next timeshare meeting.

EXT. TIMESHARE PARKING LOT - MORNING

Paul parks his beater at the back of a new timeshare meeting. He walks through the lot and into the front door and gets into line to sign up for the meeting.

He reaches the receptionist.

RECEPTIONIST
Good morning and welcome to Glen Waters Resort. Can I have your name and address, please.

PAUL
Paul Gilbert, 1200 Via Catherina, Breezy View, Fla.

She types it into her computer then pauses. She walks over to an official looking man, JOHNSON, (30s), and talks silently with him. They glance at Paul, then the man moves toward Paul.

JOHNSON
Mr. Gilbert, could you come with me please?
PAUL
What’s the matter?

JOHNSON
We need to talk. Come with me please.

Paul follows Johnson to a secluded corner of the entryway.

JOHNSON
Without making a scene, I want you to walk out the door and never come back.

PAUL
I don’t understand. Why?

JOHNSON
Because you’ve visited every resort within a 30-mile radius several different times, but you’ve never purchased anything.

Paul is stunned.

JOHNSON
Yeah, we’re on to you. Leave now or we’re calling the police. You’re trespassing.

PAUL
Please, no. I’m not doing anybody no harm. I’ll be...

JOHNSON
You’re wasting our time, old man. We could be talking with legitimate, potential buyers.

PAUL
I just want someone to share my time with.

JOHNSON
Head to the local senior center, I don’t care. Just leave.

Paul looks at Johnson, then begins to leave.
INT. APARTMENT - CONTINUOUS

PAUL walks into his apartment with another brochure in his hand. He throws it on the pile.

He irons his expensive shirt.

Paul sits alone, eating dinner.

INT. BATHROOM - NIGHT

PAUL, in his boxers and t-shirt, brushes his teeth, then turns out the light.

He walks to the bedroom and gets in bed. He turns out the light and lays his head on the pillow. He begins dreaming.

INT. CONFERENCE ROOM - A BEAUTIFUL MORNING

PAUL sits smiling at a timeshare conference table, but no sales reps are there. His family, son DAVID, his wife, HEATHER, the kids, HANNAH AND PAYTON, sit with him, and they’re all giving Paul their undivided attention.

We can’t hear what is said, but their conservations are animated, happy and engaging. Paul says something to the family and they all laugh. Paul and Hannah exchange pleasant words and smile. The same with Paul and Payton.

Paul Gilbert is in his glory, loving the idea of sharing time with his family.

FADE OUT